

THE TRANSPORTATION LINK



Vol. 8 No. 2

February/March 2001

Norman Y. Mineta Appointed Secretary of Transportation

On January 25, Norman Y. Mineta became the 14th U.S. Secretary of Transportation. The day before, the Senate Commerce, Science and Transportation Committee approved Mineta's nomination and sent it forward for unanimous approval by the entire U.S. Senate, even before Mineta's confirmation hearing concluded.

"Transportation is the key in generating and enabling economic growth, in determining the patterns of that growth, and in determining the competitiveness of our businesses in the world economy," said Secretary Mineta. "Transportation is pivotal to both our economic success and to our quality of life." In nominating Secretary Mineta, President Bush said, "Norm made a reputation in the halls of Congress as someone who understands that a sound infrastructure in America will lead to economic opportunity for all Americans."

As the U.S. Secretary of Transportation, Mineta will oversee an agency consisting of almost 100,000 employees and a \$58.7 billion budget. Created in 1967, the U.S. Department of Transportation (DOT) brought several air, maritime and surface transportation missions under one umbrella.

Secretary Mineta, a Japanese-American and native of San Jose, California, most recently served as the 33rd Secretary of the U.S. Department of Commerce, an agency with more than 40,000 employees worldwide with a \$5 billion budget.



**U.S. Secretary of Transportation
Norman Y. Mineta**

Prior to joining the Commerce Department, Mineta worked for Lockheed Martin as the senior vice president of its Transportation Systems and Services Division. From 1975 to 1995 he served as a member of the U.S. House of Representatives, representing the heart of California's Silicon Valley. As a member of Congress, Mineta was known for his dedication to the people of his district, for consensus building among his colleagues, and for forging public-private partnerships.

Mineta's legislative and policy agenda was wide and varied, including major projects in the areas of economic development, science and technology policy, trade, transportation, the environment, intelligence, the budget, and

civil rights.

Mineta served as a chair of the House Public Works and Transportation Committee between 1992 and 1994. He chaired the committee's Aviation Subcommittee between 1981 and 1988, and its Surface Transportation Subcommittee from 1989 to 1991. During his career in Congress he championed increases in investment for transportation infrastructure, and was a key author of the landmark Intermodal Surface Transportation Efficiency Act of 1991 (ISTEA), which gave greater authority to state and local governments in highway and mass transit planning. Mineta co-founded the Congressional Asian Pacific American Caucus and served as its first chair.

After leaving Congress, Mineta chaired the National Civil Aviation Review Commission, which in 1997, issued recommendations on reducing traffic congestion and reducing the aviation accident rate. Many of the Commission's recommendations were adopted, including reform of DOT's Federal Aviation Administration (FAA) to enable it to perform more like a business. *(continued on page 2)*

"Transportation is the key in generating and enabling economic growth, in determining the patterns of that growth, and in determining the competitiveness of our businesses in the world economy."

Secretary Mineta

OSDBU

Office of Small
and Disadvantaged
Business Utilization

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Mineta article...continued from page 1

Mineta and his family were among the 120,000 Americans of Japanese ancestry forced from their homes and into internment camps during World War II. After graduating from the University of California at Berkley, Mineta joined the Army in 1953 and served as an intelligence officer in Japan and Korea.

He joined his father at the Mineta 1971 to Insurance Agency before entering politics in San Jose, serving as a member of its City Council from 1967 to 1971 and mayor

from 1974, becoming the first Asian Pacific American mayor of a major U.S. city.



During the 100th Congress, Mineta was the driving force behind passage of H.R. 442, the Civil Liberties Act of 1988, which officially apologized

for and redresses the injustices endured by Japanese Americans during the War.

In 1995, George Washington University awarded the Martin Luther King, Jr. Commemorative Medal to Mineta for his contributions to the field of Civil Rights.

Secretary Mineta is married to Danealia Mineta. He has two sons, David and Stuart Mineta and two stepsons, Robert and Mark Brantner.

Are You Registered?

On a routine basis we like to remind the Department of Transportation (DOT) Office of Disadvantaged Business Utilization (OSDBU) community how important it is to be registered on several key web sites to receive information that can help your business. DOT and other federal agencies are increasingly using the Internet to *distribute* information to the small business community and to *access* information on small, disadvantaged, and woman-owned businesses.

Pro-Net

Pro-Net is the Small Business Administration's (SBA) Internet-based searchable database of more than 195,000 small, disadvantaged, 8(a), HUBZone, and woman-owned businesses.

It is an electronic gateway to information for the small business community. DOT contracting officers frequently use Pro-Net to search electronically for small businesses that are qualified to meet the specific needs of a procurement opportunity. Prime and other contractors seeking small business contractors, subcontractors and/or partnership opportunities also use Pro-Net.

Pro-Net is free to federal and state government agencies as well as prime and other contractors seeking small business contractors, subcontractors and/or partnership opportunities. DOT strongly recommends that all small businesses

register in Pro-Net at <http://www.pro-net.sba.gov/pro-net/register.html>.

Federal Business Opportunities (FedBiz Opps)

Beginning on October 1st, 2000, DOT made use of the FedBiz Opps mandatory for all its procurement organizations currently posting requirements to the Internet.

Located at <http://www.eps.gov> FedBiz Opps (formerly known as the Electronic Posting System [EPS]) is a web-based system for posting solicitations and other procurement related documents to the Internet. It allows contract specialists to post synopses, solicitations, amendments and award notifications to a common index.

Businesses can search data on this web site or they can subscribe to the FedBizDev Acquisition Notification Service at <http://www2.eps.gov/cgi-bin/WebObjects/EPSEVendorRegistration.woa> to receive automatic e-mails on selected acquisition categories. For example, you can register to receive all U.S. DOT notifications or all notifications on Construction and Building Materials.

OSDBU 'News By E-mail'

OSDBU offers a News By E-Mail service to the small and disadvantaged business community to disseminate information in a time sensitive manner to inter-

ested parties. You can register to receive notifications on any or all of the following news categories on the OSDBU web site at <http://osdbuweb.dot.gov/about/lists/lists.html>.

- **DBE Announcements:** Provides announcements when any new information on the DOT DBE Program becomes available.

- **Transportation Link Announcements:** Provides a hyperlink address for the OSDBU newsletter, *The Transportation Link*, when the latest edition is available.

- **OSDBU News Announcements:** Contains news and information for small businesses or organizations interested in DOT-related business news.

- **Outreach/Conference Announcements:** Provides information regarding OSDBU or transportation-related outreach, marketplace or other conference events.

By registering for these web-based services, small businesses can take advantage of the Internet to receive and make available information that will help them better market their business.

National African-American History Month Success Stories

The U.S. Department of Transportation (DOT) has a strong commitment to ensure that small, disadvantaged, and woman-owned businesses have an equitable opportunity to participate in DOT's procurement programs. In recognition of National African-American History Month, in this edition of the Transportation Link we are featuring two African-American-owned businesses that are success stories in contracting with the U.S. Department of Transportation.

Construction Litigation Background Proves Powerful for MC, Incorporated

As a U.S. Air Force Academy and Harvard Law School graduate, Mahlon (Mac) Rhaney, Jr. practiced military law in the Air Force from 1977 until 1983 when he retired. In 1984, he joined a law firm in Atlanta, GA that specialized in construction litigation. Rhaney remained with this firm until 1991 when he founded his own construction company, MC, Incorporated.



Mahlon "Mack" Rhaney, Jr.

In order to make MC, Inc. a reality, Rhaney turned to the DOT Short Term Lending Program (STLP) and their Florida partner, Hamilton Bank of Miami, for assistance. "I cannot begin to describe what a terrific program the STLP

is. Without them, MC, Inc. would not be where it is today. They helped us become a contender . . . they made it possible for us to gain the contracts we needed to grow and become successful."

MC, Inc. has won and fulfilled numerous federal DOT contracts as well as many state DOT contracts afforded by Florida, Georgia, Alabama, South and North Carolina, Mississippi and Tennessee.



MC, Incorporated provides many construction services to all facets of government – local, state and federal. However, the bulk of their business is geared towards providing sound wall systems, concrete construction and retaining wall construction. MC, Inc. also has a sister company, MC, Precast, Inc., which focuses primary on providing autoclaved aerated precast concrete, architectural wall panels, and temporary median/traffic barrier construction.

Asked why he chose to start his own construction business after practicing law for so many years, Rhaney responded, "I have always wanted to own and operate my own business. I believe that my vast experience with construction litigation coupled with my knowledge of the construction business itself, really gave me a firm foundation on which to base such a company."

He delivers a strong argument! In their first year of business, MC, Inc. grossed \$17,000. The very next year it increased to \$150,000 and in FY 2000 . . . \$5,000,000! Rhaney firmly believes that MC, Inc. will keep growing next year and achieve an estimated gross of \$8,000,000.

Now, with a staff of approximately 30 employees, Rhaney looks optimistically towards the future, "Because of our experience in the construction arena and our proven track record in being able to fulfill large contracts and maintain strong, professional relationships, we have a lot to look forward to . . . a lot to be excited about, as do our customers!"

For more information on MC, Inc., contact Mack Rhaney by phone at: 770 - 632 - 6300, by e-mail amcwalls@mindspring.com, or you can view their web site at <http://www.mcwalls.com>

IT/Engineering Background Equals Success for ALCOSYS, Incorporated

Founded in 1989, ALCOSYS, Incorporated has come along way since its start in Beverly Allen's home office. Ms. Allen is President and CEO of ALCOSYS, an Information Technology (IT) and Engineering Services firm in Arlington, Virginia.



Beverly Allen

"I always knew I wanted to develop and maintain a successful business," says Ms. Allen, "Eventually I came to the point when I had to ask myself, 'If not now, when?'" With a college degree and other industry-

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African-American History Month cont'd...

recognized certifications under her belt, accompanied by her knowledge and experience in the IT field, she decided that it was time.

ALCOSYS provides IT and engineering services to its clients, including: systems engineering, software development, information assurance, and computer systems security. ALCOSYS added two new DOT contracts within the past year, one focuses on Aviation Data Systems Modernization and the migration of legacy applications to an integrated system that incorporates innovations in modern technology. The other involves supporting the development and implementation of integrated Process Improvement methodology within the FAA, particularly as it applies to National Airspace Systems Modernization.

Ms. Allen states that the key to ALCOSYS' success has been providing services in an area in which they have expertise. "Information Technology is where we focus our attention. We know that we must do a few things very well, because we cannot possibly be all things to all people."

ALCOSYS, Inc.

ALCOSYS has built and maintained strong, long-term, corporate relationships with numerous clients within the U.S. Departments of Transportation, Defense and Commerce, as well as, the private sector. In 1997, Ms. Allen and ALCOSYS won the National Highway Traffic Safety Administration (NHTSA) Women-Owned Business Enterprise Award.

While few of the firm's contracts have been 8(a), Ms. Allen says, "The program's intent is good. It encourages the federal marketplace to seriously consider firms that have been historically under-utilized. Ultimately, we must convince each customer that we have the technical and management

expertise to implement responsive technical solutions and manage their programs efficiently. The 8(a) vehicle provides a means for them to reach us and at the same time diversify their contractor base."

With FY 2001 revenues approaching over \$5,000,000, Ms. Allen says, "ALCOSYS will continue to increase its customer and employee base, build beneficial corporate alliances and maintain its reputation for excellence, while enjoying the journey!"

For more information on ALCOSYS, contact Richard Krowe, by phone at (703) 883-1883, by email at alcosys@alcosys.net, or you can view their web site <http://www.alcosys.net>

Conclusion

MC, Incorporated and ALCOSYS, Inc., are just two of thousands of successfully owned and operated African-American small businesses that work with the U.S. DOT. They are featured this month to thank them for their successful initiatives with the U.S. Department of Transportation and to encourage and motivate other young African-Americans to follow their own dreams of entrepreneurship.



Timothy R. Penney Is Named FHWA's First Native American Program Coordinator

On January 2nd, the FHWA announced that Timothy Penney will fill the new position of Native American program coordinator at FHWA Headquarters in Washington, DC. As the first person to fill this position, Penney will act as the agency's liaison to tribal governments and state DOTs in an effort to bring forward related tribal issues and legislation that concern all Native Americans.

Penney is a civil engineer and an enrolled member of the Red Cliff band of Lake Superior Chippewa. He is dedicated to continuing the efforts to build more effective working relationships with the Native American tribal governments and help provide increased opportunities for Native Americans to participate in transportation programs.

Penney transitioned from his former position as a technology facilities engineer in the FHWA's Office of Safety Research and Development to fill this new position within the Department. Penney has been with the FHWA for twelve years.

For more information, view the DOT press release at <http://www.dot.gov/affairs/fhwa101.htm>



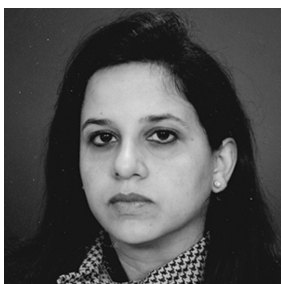
National Women's History Month Success Stories

In the month of March, we traditionally recognize the contributions that woman-owned businesses have made to the Department of Transportation (DOT). By providing outreach and advocacy efforts targeted towards small, disadvantaged, and woman-owned business - DOT has been able to encourage and support women-owned businesses and provide them with distinct opportunities to succeed.

DOT is proud to feature two successful women-owned businesses for Women's History Month. These two companies are representative of many woman-owned businesses that DOT has been fortunate to work with over the years.

Distance Education is at the Heart of C² Multimedia, Inc.

Dolly Oberoi had just finished her Master's degree and was teaching at a family-owned school in her native country of India when she decided to make her first trip to the United States in 1984. Oberoi knew that there were vast opportunities in the rest of the world and she left India to travel abroad in search of them. "My main objective was to find a way to integrate technology and education to provide the less fortunate a means in which to educate themselves."



Dolly Oberoi

Oberoi was so intrigued by the endless possibilities that surrounded her in the U.S. that she continued her education and earned a second Master's degree in Interactive Technologies at

Harvard University. Armed with her newly found technological knowledge, she traveled back to India between semesters in an attempt to incorporate this technology into her teaching. She quickly found that India was not yet ready to utilize these high-tech tools.

So instead, Oberoi returned to the U.S. with her focus fixed on distance learning. In 1989 she founded C² Multimedia, Incorporated (pronounced: C "squared" Multimedia, Inc.), headquartered in Falls Church, VA.



C² Multimedia offers custom E-learning solutions, on-site training, as well as distance learning, information technology, management services, and administrative support to all of its clients. Major agencies that they are currently under contract with include: the Office of Personnel Management; the Department of Transportation's - Federal Highway Administration and Federal Aviation Administration; and the Federal Emergency Management Agency.

With starting gross revenues of \$20,000 in 1989, Oberoi is very optimistic that C² Multimedia will top off at just over \$16,000,000 in FY 2001. "We are very fortunate to have such creative and diligent people working for us. They are the success of C² Multimedia," says Oberoi of her 120+ staff members, "With every new contract we attain, we are hiring new employees to fill the necessary vacancies. We are really enjoying a tremendous growth period right now."

Today, Oberoi says that their main corporate objective is the same as it was in 1989 at the company's inception - to travel on the cutting edge of technology and provide their clients with the new and exciting possibilities that tomorrow has to offer. Oberoi asserts that the focus of C² Multimedia has always been on distance learning, "Whether the student is in the field, on a plane, on a

ship, or in their office, we want them to be able to educate and train themselves using state-of-the-art electronic mediums. In short, our goal is to be interoperable, reuseable, and portable. We want to be everywhere!"

For more information on C² Multimedia, contact Curtis Cox, by phone at 703-748-2780 extension 3001, by email at ccox@c2mm.com, or you can view their web site at <http://www.c2mm.com>

Lights, Camera, ActionNet!

Ashley W. Chen entered Binghamton University in New York to pursue her dream of becoming a technical professional. Within five years, Ms. Chen received both her Bachelor's and Master's degrees in Computer Science. Ms. Chen also holds numerous industry-recognized IT professional certifications, including: Microsoft Certified Trainer (MCT), Microsoft Certified Systems Engineer (MCSE), Master Certified Novell Engineer (MCNE) and Enterprise Certified Novell Engineer (ECNE).



Ashley W. Chen

It has always been Chen's dream to 'build something great' - something she could attribute her success to and now she had the proper foundation to do so. Now she was faced with answering the all too often asked question . . . "How?" Answer she did.

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Small Business Innovation Today - Brings Technological Opportunities Tomorrow

In 1982, Congress established the Small Business Innovative Research (SBIR) Program. This program was designed to support private sector initiative and encourage commercialization of technological innovations, increased development of goods and services, and expanded opportunities for small businesses.

Moreover, the SBIR Program has worked tirelessly to improve the overall competitiveness of the nation's high technology industry and to afford small businesses the opportunities they deserve to grow and become successful in this flourishing technological economy.

DOT's Small Business Innovation Research (SBIR) Program

The SBIR Program was created to stimulate technological innovation, utilize small businesses to meet federal research and development needs, encourage participation by minority and disadvantaged businesses in technological innovation, and increase private sector commercialization of innovations derived from federal R&D objectives. Initiated by the Small Business Act of 1982 and expanded under the 1992 Small Business Research and Development Act (Re-authorized December 2000 by public law H.R. 5667), this unique program provides a means to encourage technical and scientific enterprise so vital in stimulating invention and innovation, while nurturing economic growth.

The DOT SBIR Program is managed by the Volpe National Transportation Systems Center in Cambridge Massachusetts. The Volpe Center was chosen because of its extensive background in innovative programs such as technology transfer; cooperative R&D agreements; outreach projects involving a cross-section of the transportation community; and technical assistance to state

organizations, and local governments, as well as private organizations.

Nine operating administrations within the DOT participate in the SBIR Program including: the Federal Aviation Administration (FAA), the Federal Highway Administration (FHWA), the Federal Railroad Administration (FRA), the Federal Transit Administration (FTA), the Federal Motor Carrier Safety Administration (FMCSA), the Maritime Administration (MARAD), the National Highway Traffic Safety Administration (NHTSA), the Research and Special Programs Administration (RSPA), and the United States Coast Guard (USCG).

On an annual basis, the operating administrations develop research topics for the DOT SBIR Program Solicitation that reflect their own transportation R&D priorities. These priorities coordinate with the over-all direction of the President's National Transportation Policy and the Secretary's Strategic Plan.



DOT's YEAR 2001 SBIR Solicitation

Fifteen transportation research topics for 2001 were assembled on December 5, 2000. The solicitation for proposals on these topics will be electronically posted February 15th on the SBIR web site at: <http://www.volpe.dot.gov/sbir>.

On this site, solicitations will be available for viewing and will be posted as downloadable Microsoft Word files and as PDF files. Electronic submissions of SBIR proposals will also be an option this year. The closing date for responses to the solicitation proposal is May 1, 2001.

DOT's SBIR Contract Award Process

These proposals are pre-screened for basic requirements and are evaluated by DOT technical staff. The primary factors for Phase I award evaluation are the scientific and technical merit of the proposal and its relevance to DOT requirements. As a result of Phase I efforts, selected contractors are invited to submit a Phase II proposal to continue the research as a Phase II effort.

SBIR works by providing up to \$850,000 in "seed money" to each company awarded participation in the Program. The Department of Transportation's (DOT) SBIR Program is organized into three phases. In Phase I, companies view the annual list of SBIR topics that reflects the respective research and development priorities for DOT operating administrations as described above and submit proposals by May. Phase I is for conducting feasibility-related experimentation or theoretical research on a SBIR topic. The maximum value of a Phase I award is \$100,000. The Phase I performance period encompasses the first six months.

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... Women's History continued from page 5

While reading an enlightening piece by a traditional Japanese philosopher, it came to her. "It seemed that he was talking directly to me," says Chen. The piece states, "...action without vision is a nightmare, vision without action is only a daydream." She knew exactly what he was getting at. "I had plenty of vision," Chen states, "I just needed to show a little more action – action speaks louder than words!"

Result: 1998 – ActioNet, Incorporated was born.



Founded with only one employee, herself, Chen and ActioNet have enjoyed yearly growth of over 100%. ActioNet now employs fifteen full-time employees and several part-time consultants. Chen attributes ActioNet's success directly to the quality of her staff, "I am very lucky to have employed a staff that shares my dreams and goals for ActioNet. Together we work hard to meet and exceed our customer's expectations.

Without them none of this would have been possible."

ActioNet has been involved in several DOT contracts. In November 1998, ActioNet was selected by the Federal Transit Administration (FTA) to ensure Y2K compliancy for all of their IT systems. Upon the arrival of the year 2000, the FTA's systems ran flawlessly and without incident. In May 1999, ActioNet was selected by the FTA to provide enterprise resource planning including leading edge web and data warehousing technologies in an effort to improve the quality and timeliness of information disseminated throughout the agency. The Information Technology Solutions (ITECHS) Team was formed under the leadership of Frederick Ford to carry out the mission of "Providing technology solutions to enhance, unify and support FTA's initiatives to move people into the future".

ActioNet focuses on leading its clients into the future by providing them with the highest quality of software development, information technology security, systems integration and training services on the market. Providing only the highest quality of services has earned ActioNet a respectable reputation in both

the commercial and government arenas. This is most evident by the perfect rating ActioNet received from Dunn & Bradstreet (D&B) for past performance. ActioNet has formed strategic partnerships with many leading IT vendors including Microsoft, Novell, Cisco, Oracle, HP and Dell.

Proven expertise, the ability to maintain long-term relationships with their clients and a knack for customer satisfaction is what leaves Ashley Chen saying, "The best is yet to come!"

For more information on ActioNet, contact Ashley Chen by phone at (703)204-0090, by email at achen@actionet.com, or you can view their web site at <http://www.actionet.com>.

Conclusion

DOT is committed to undertake initiatives to encourage and assist woman-owned businesses to participate in DOT, and DOT-assisted, contracts and grants allowing more women to help shape the transportation industry of the 21st century.

...SBIR Program continued from page 6

Phase II is the principal research for R&D efforts. Phase II awards are based on the results of the Phase I efforts, technical merit, agency priority, commercial applications, and the availability of funds. Phase II awards have a maximum value of up to \$750,000 and a period of performance of approximately two years.

Phase III of the SBIR Program allows the company to pursue commercial application of its innovation. No additional SBIR funding is set aside during this phase. Private sector investments are the usual source for the Phase III process, although a federal agency may also fund Phase III activities for its own use.

Eligibility

To be eligible for participation in an SBIR Program, a company must be independently owned by U.S. citizens (or

permanent resident aliens) and operated in the United States. The total number of people under the company's employ (including any affiliates) must not exceed 500. The company must be a "for profit" organization and cannot be dominant in its field of expertise. The principal investigator or researcher described in the proposal must be both technically qualified in the field of endeavor and a company employee at the time of the award and throughout the course of the project.

In Short...

Winning an SBIR contract has given new companies credibility in their search for capital, and exposure that has led to additional growth and opportunities. The SBIR Program creates a win/win situation for both DOT and small businesses. Studies have shown that small

innovative firms provide more benefit per research dollar than large firms and are the greatest source of new technologies. The SBIR Program capitalizes on this by directing federal R&D dollars to these firms. Small businesses benefit by receiving the financial support and backing of the U.S. DOT.

For more information, on the SBIR Program view the U.S. DOT SBIR website at: <http://www.volpe.dot.gov/sbir>. Additional questions on the US DOT SBIR Program, should be directed to: US DOT SBIR Program Director: Joseph D. Henebury, DTS-22 US DOT SBIR Program Director US DOT SBIR Program Office RSPA/Volpe Center 55 Broadway Cambridge, MA 20142 Phone: (617) 494-2051 Fax: (617) 494-2370

CALENDAR OF EVENTS FOR February/March/April 2001

DATE	EVENT	CONTACT
Feb. 28 – March 1	JPL/NASA Annual High-Tech Small Business Conference City of Industry, CA	Martin Ramirez (818) 354-6093 Martin.Ramirez@jpl.nasa.gov http://acquisition.jpl.nasa.gov/boo/conferences.htm
March 2	Annual Procurement Forum University of Maryland Shady Grove Sponsored by Montgomery County Dept. of Economic Development Procurement and Resource Center	Nadine Butler (240) 777-9915 nadine.butler@co.mo.md.us http://www.emontgomery.org/procurement/events.asp
March 19	U.S. Department of Treasury Vendor Outreach Session Oxon Hill, MD	Dan Sturdivant (202) 622-0375 dan.sturdivant@do.treas.gov http://www.treas.gov/sba
March 19-21	DOD Mentor-Protege 2001 Arlington, VA	Diana Humphries (800) 553-1858 dhumphries@mstt.com http://www.sadbuconference.com
March 19-22	Vision Quest: The Economic Development Journey in Indian Country Sponsored by National Center for American Indian Enterprise Deveolpment Anaheim, CA	Ken Robbins (480) 545-1298 or (800) 462-2433 ncaiedken@aol.com http://www.ncaied.org/news/index.html
April 24	11th Annual OSDBU Procurement Conference 2000 Upper Marlboro, MD	Bob Jeffers (301) 206-2940 janin@fbcdb.com http://osdbuweb.dot.gov

http://osdbuweb.dot.gov

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